

Message Text

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ACTION EUR-06

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R 291545Z MAR 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

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AMEMBASSY VIENNA

UNCLAS MOSCOW 4619

COMMERCE FOR BEWT/RICE AND OIM/COZART

VIENNA FOR EWTC

E. O. 11652: N/A

TAGS: BEXP, UR

SUBJ: AVIATION GROUND SUPPORT TRADE MISSION

REF: STATE 59365

1. INITIAL MEETING AT CHAMBER OF COMMERCE WITH MISSION ADVANCE OFFICER CARLTON WAS REASONABLY ENCOURAGING. CHAMBER OFFICIALS INDICATED THAT SATISFACTORY PROGRAM FOR GROUP WOULD BE ARRANGED, BUT AS USUAL EMBASSY DOES NOT EXPECT TO HAVE EVEN OUTLINES OF PROGRAM UNTIL JUST BEFORE GROUP'S ARRIVAL.

2. CHAMBER OFFICIALS PRESSED FOR PRODUCT LITERATURE ON REMAINING FIRMS (ITP, US AIRMOTIVE, AND WALTER MOTOR TRUCK) AS SOON AS POSSIBLE. WITH REFERENCE TO WALTER MOTOR TRUCK, FACT THAT COMPANY HAS PREVIOUSLY HAD CONTACTS WITH SOVIET ORGANIZATIONS IS, OF COURSE, USEFUL, BUT EMBASSY RECOMMENDS THAT WALTER ALSO POUCH SUBSTANTIAL QUANTITY OF PRODUCT LITERATURE TO EMBASSY FOR DISTRIBUTION TO POTENTIALLY INTERESTED SOVIET ORGANIZATIONS. IT WOULD ALSO BE USEFUL IF EMBASSY COULD RECEIVE SOME INDICATION OF NATURE OF WALTER'S PREVIOUS CONTACTS WITH SOVIETS, I.E. WHICH ORGANIZATIONS INVOLVED, SALES MADE, NAMES OF OFFICIALS ETC., AS THIS WILL SUBSTANTIALLY IMPROVE POSSIBILITIES OF ARRANGING GOOD PROGRAM FOR MR. STINGL.

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3. EMBASSY NOTES (VIENNA'S 2697) THAT MISSION BROCHURE WILL

BE SHIPPED ON/ABOUT APRIL 7. IN ORDER TO USE THIS BROCHURE TO MAXIMUM ADVANTAGE, IT SHOULD BE SENT TO MOSCOW IN REGULAR VIENNA POUCH. IF IT SENT BY AIR FREIGHT, ADDITIONAL DELAY WILL RESULT AT THIS END. BEARING IN MIND EXPERIENCE WITH MISSION BROCHURE FOR ADVANCED BUSINESS SYSTEMS TRADE MISSION, EMBASSY HOPES THAT RUSSIAN TRANSLATION OF BROCHURE CAN BE CAREFULLY CHECKED TO AVOID PROBLEMS IN USE OF BROCHURE.

4. IN VIEW PLANNED COMPLETION OF WORK APRIL 19 ON NEW COMMERCAIL OFFICE, WE TENTATIVELY PLANNING USE NEW FACILITIES FOR MISSION ACTIVITIES, INCLUDING BRIEFING AND HOSPITALITY FUNCTION. THIS WILL DEPEND IN LARGE MEASURE UPON TIMELY ARRIVAL OF ITEMS ORDERED IN U.S. FOR OFFICE, WHICH WERE SUBJECT OF MOSCOW'S 4340 AND 4425.

5. SEVERAL MISSION PARTICIPANTS INDICATED IN DIB-417P FORMS INTEREST IN AGENCY ARRANGEMENT IN MOSCOW. ADVANCE OFFICE CARLTON WILL HAND CARRY LATEST COPY OF EMBASSY'S AGENT/ REPRESENTATIVES LIST WHICH SHOULD BE DISTRIBUTED TO INTERESTED MISSION MEMBERS

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